



Retailers

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Kentucky Craft Marketing Program
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News Just For

KENTUCKY CRAFTED: THE MARKET 2006 **March 3, 8 am - 6 pm (EST)**

Get up **CLOSE** and **PERSONAL** with nearly 300 exhibitors of fine traditional, folk and contemporary crafts, two-dimensional visual art, musical recordings, books, and Kentucky Proud food products. You can register now on-line for next year's Market or you can call and register over the phone. All contact information for the Craft Marketing Program is listed in the heading at the top of this page. Retailers will need to present two forms of business i.d. for free admission into the Market.

Please note a few changes for this year. There will only be one day of wholesale buying for the trade. That is **Friday, March 3rd from 8 am to 6 pm**. The Market opens to the public on Saturday and Sunday. You are welcome to shop at that time as well, although sometimes it's more difficult to conduct business with the public present. Also, the location has changed slightly. The 2006 Market will be located in **South Wing B** of the Kentucky Fair and Exposition Center, Louisville, Kentucky, instead of South Wing A where it has been the past 3 years.

This year's Designer Showcase offers an "up-close and personal look" at the work of some of Kentucky's finest craft and visual art businesses. Interior design students from the University of Kentucky in conjunction with KCMP create the showcase each year with sponsorship from the Market's silver sponsor, Osram Sylvania. Products from Market exhibitors are featured in custom-designed room settings that offer intimate viewings of Kentucky's impressive cache of unique visual art, and fine contemporary craft. The Designer Showcase will be located inside South Wing B, near the main entrance. The one-of-a-kind Gallery area will also return for 2006.

The 2006 Market is produced by the Kentucky Craft Marketing Program, a division of the Kentucky Arts Council, with the assistance of the Department of Agriculture and the Folklife Program, an inter-agency program of the Kentucky Arts Council and the Kentucky Historical Society.

Register on-line at www.kycraft.ky.gov

Don't Miss our Annual Buyers' Luncheon and Panel Discussion Friday, March 3rd, noon

The **Kentucky Retail Federation** has graciously agreed to sponsor this important event for buyers attending Kentucky Crafted: The Market. Gloria Brooke, current president of C.R.A.F.T. (Craft Retailers Association for Tomorrow) and owner of Brooke Pottery, a successful contemporary fine craft gallery in Lakeland, Florida will facilitate the discussion. It should prove to be lively conversation and a great networking opportunity for retailers and exhibitors alike. The cost of a box lunch is \$10, payable at the Buyers' Registration desk. The panel discussion will last approximately 40 minutes. **Please call the numbers listed on the front of this newsletter or register on-line at www.kycraft.ky.gov if you plan to attend.**

Another Place to Buy Kentucky Crafts

is at the New York International Gift Fair, January 28 - February 1, 2006. Come by Booth #5304/5403 in the Handmade Section at the Jacob Javits Convention Center. Four Kentucky craft businesses will be featured. They are Aardvark Woodworks, Inc., Clay City; Abby Glen Designs, Louisville; Beaded Bliss, Lexington; and Through Dinah's Eyes, Louisville. The Kentucky Craft Marketing Program has sponsored a booth at the New York show since the inception of the Handmade Section, twenty one years ago. This will be the first time for Beaded Bliss and Through Dinah's Eye's to participate in the show. Aardvark Woodworks and Abby Glen have exhibited for the past two years. Each exhibitor has beautiful products to share with you.

2006 Market Rack Cards Available



We would love to send you several of these colorful 4"w x 9"h cards for your store. Use them at point of sale to let customers know how they can meet some of the best craftspeople, 2-D artists, authors, musicians, and food producers in Kentucky and the region. **Contact Kim Leingang**, Administrative Assistant 888-592-7238, ext. 471, to let her know how many you need. Each card offers \$1 off adult admission. Children 15 and under are FREE.

New, New, It's all about NEW

We know retailers want to have the absolute latest, hot-of-the-press, newest items in their stores. It's what sets you apart from everyone else. So here's a sneak preview of products from first-time exhibitors to be featured at the 2006 Market. Look for the new exhibitor signs in their booths.



Photography by
Linda Fugate-Blumer
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blumer.r@insightbb.com
*Contemporary digital
photography*



William Brumm,
Booth # 450
RR 1 Box 374 B
Monticello, KY 43633
(606) 305-2868
billbrumm@gmail.com
*Stained glass window and
garden accessories*



Misty Mountain Top, Inc.
Booth # 102
Robin Cooke
207 Autumn Court
Berea, KY 40403
(859) 979-0035
www.mistymountaintopinc.com
*Handmade natural bath
products*



Midway Market
Kathy Werking
Booth # 846
PO Box 4056
Midway, KY 40361
(859) 265-0445
*Small batches of
custom made food mixes
and spices*



Jamie Donaldson,
Woodturner
Booth # 445
2021 Longview Drive
Georgetown, KY 40324
(502) 863-0168
jdonaldson14@aol.com
*Turned and carved wood
vessels*



Mary Hagy Fine Art
Booth # 344
106 W. Flaget Avenue
Bardstown, KY 40004
(502) 348-9093
hama367@aol.com
Contemporary paintings

What?!?! You've Never Been to Kentucky Crafted: The Market?

Then you're a prime candidate for our Fly-the-Buyer program. Each year, the Kentucky Craft Marketing Program pays the travel expenses and lodging for 5 to 10 first-time Market attendees. Usually Market exhibitors nominate top retailers from all over the country to come experience the beauty of Kentucky made craft, visual arts, food products, books, and music first hand, but you can also nominate yourself. The only criteria is that you have never been to the Market or haven't been in three years. Please take a few minutes to complete the form below and return to us with the requested materials as soon as possible. We will choose the 2006 Fly-the-Buyers in mid January.

Past participants in the Fly-the-Buyer program include:

Shaker Workshop Catalogue, Ashburnham MA

Sundance Catalogue, Salt Lake City UT

Craft Co. #6, Rochester NY

Nancy Markoe Gallery, St. Petersburg Beach FL

Clarksville Pottery & Galleries, Austin TX

The Mind's Eye Craft Gallery, St. Michael's MD

An American Craftsman, New York City, NY

Gifted Hands and Isadora, Sedona AZ

Groewood Gallery, Asheville NC

Dunn Mehler Gallery, Half Moon Bay CA



2006 Fly-the-Buyer Application

Buyer's Name: _____

Business Name: _____

Address: _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Website _____

E-mail _____

Type of Business: _____

Why would you be a good candidate? _____

Please include any magazine articles, brochures, catalogues, designations and awards received, or other marketing materials relating to your business that you feel we should see. Send to: Kentucky Craft Marketing Program, 2100 Capital Plaza Tower, 500 Mero Street, Frankfort, KY 40601, Attn. Vallorie Henderson by January 31, 2006.

We hope to see you in Louisville in March!

MEET THE RETAILER:



Lexington, Kentucky - Originally conceived as a venue for co-owner Kathy Stutland's hand-painted batiks, the husband and wife team of Mike and Kathy Stutland have nurtured their vision of a small boutique for promoting fine American crafts into a nationally renowned, full-spectrum fine contemporary American craft gallery. The store, which first opened in 1980 originally occupied an 850 square-foot space in the downtown Lexington Civic Center, now fills a 4,500 square-foot space. And in 1996, a second store, Artique - Lexington Green, was opened in The Mall at Lexington Green. In August 2001, Artique expanded again adding another store at Lexington Green that features high-end fine American crafts.

"We got involved in the craft world because it gave us a lot of joy to provide a marketplace showcasing the artistic endeavors of so many talented people. It is very satisfying to be a part of this creative community", says Mike. And while Stutland represents nearly 1000 craft artists from over 45 states, he has a particular affinity for Kentucky artisans.

Artique so faithfully represents American crafts that it has been chosen numerous times as a Top 100 Retailer of American Craft by Niche Magazine, a national industry publication. In 2004, Artique was voted the "Best Gallery" in Kentucky by readers of Kentucky Monthly Magazine and in 1998, Artique received the "Leadership Achievement Award" from the city of Lexington, Kentucky. Most recently, Artique has been chosen to receive the 2005 Governor's Award in the Arts in the Business category. The award will be presented on February 9th in a public ceremony at the State Capitol in Frankfort.

Congratulations, Mike and Kathy, on 25 successful years!